

**We drive innovation to
help the world evolve.**

feel evolution

Reference Number: STS_2023_21

Sales Expert Software Solutions (m/f/d)



Location:

Germany, Aachen



Worktime:

What we do - And why!

Mobility connects people. People shape mobility. With over 7,300 employees around the globe, we develop revolutionary and efficient drive systems, we cross-link vehicles with each other and their surroundings, and we strive to make our lives safer using intelligent systems. We need the right people at the right place to do so. People who turn visions into reality - who think outside the box and promote innovation. People who are ready to push the envelope. Are you ready?

Tasks

You will be involved in the digitalization of this industry in what is probably the most exciting time since the invention of the automobile.

As a Sales Expert Software Solutions (m/f/d), you will be responsible for

- Defining sales strategy and targets together with the other team members and the division manager

- Acquisition of new customers (Germany and world-wide)

- Supporting existing customers

- Preparation of technical offers, project planning, technical feasibility studies, risk assessment, costing and technical description of the solution

- Presentation of solutions for the customer

- Participation in events

To achieve your goals, you will draw on the support of our technical experts, project managers and requirements managers as required.

We work agile in distributed teams, practice remote work and maintain an open communication culture.

Qualification

- Technical / business administration training or degree

- Several years of professional experience in software sales

- Basic knowledge of current technologies in the field of software and IT (software architectures, net-

works, databases, software certification, cloud technologies)

Experience in dealing with customers and customer requirements

Knowledge of the various types of contracts and project management options in the software sector

High degree of flexibility, initiative, resilience and commitment

Communication skills, team orientation but also an independent and self-reliant way of working

Willingness to travel and class B driver's license

What we offer

Shape the mobility of tomorrow

Work on innovative and cutting-edge challenges.

Work flexible

Our flexible model of scheduling work, our attractive remote-work-model and our office daycare (site-dependent) center will allow you to find a perfect balance between your personal and professional life.

Expand your horizons

Not only will working on new technologies every day help you improve yourself, but our continuing education program will also help you stay up to date at all times.

Keep in shape

An extensive offering of company sports activities (site-dependent) and company health management will keep you in shape and ensure you are well balanced.

Experience appreciation

An attractive base salary and numerous other benefits offer new opportunities for you.

[Apply now!](#)

Sabrina Scholz

FEV Software & Testing Solutions GmbH

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